



Intelligent Analytics: Compute, Compare, Save

How to use Protocol Analyzer to compare possible changes to Medicare ASP Reimbursement.

ION Solutions believes that the most efficient, most convenient, and most effective oncology care is delivered in the community setting. We also recognize that, due to decreasing physician reimbursement and other legislative measures that are impacting the way community oncology is practiced, it is becoming increasingly difficult for some offices to remain profitable. As such, the importance of operating as efficiently as possible has never been greater.

ION Solutions is committed to providing tools, services, and education that members can use to improve processes and manage a better business. If community oncologists cannot keep their doors open, it is the patients who rely on this site of care for affordable, quality care who ultimately suffer the greatest loss.

Protocol Analyzer has been available to ION Solutions members for several years, and can be used to determine an office's actual cost of delivering care, so that providers can compare regimens, make informed decisions, and properly plan their practice's clinical and business strategy. Now, with the potential for additional cuts to physician reimbursement on the horizon, community oncologists can use Protocol Analyzer to proactively conduct side-by-side comparisons on what these cuts would mean to their overall margins, and how they would be impacted from a financial and operational perspective.

This document provides step-by-step instructions on how oncology practices can use Protocol Analyzer to compare their actual reimbursement for the regimens they use under varying models. This way, if reimbursement is changed, oncologists will have advance knowledge of the effects this change will have on their practice. While every physician should use their independent clinical judgment when making treatment decisions, Protocol Analyzer can offer foresight into what these decisions will mean for each practice's financial stability.

Please follow the instructions listed below to use Protocol Analyzer in your practice.

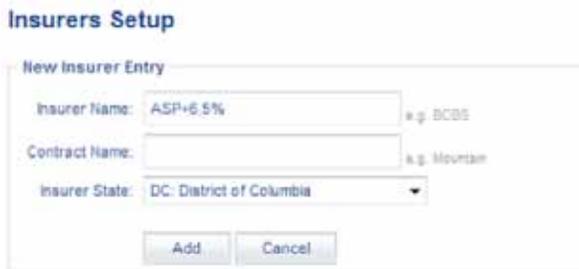
In this example, we will create a fictional insurer named ASP+4.1% that will be used on analysis screens and reports to display ASP+4.1% reimbursement amounts.

1. Create a New Insurer.

- a. From the top menu bar select Setup.
- b. Click **Insurers**.



- c. For the **Insurer Name** enter **ASP+6.5%**.
- d. For the **Contract Name** leave it empty.
- e. For the **Insurer State** select **DC: District of Columbia** from the drop down list.
- f. Click the **Add** button.



2. Modify the ASP+6.5% for New Insurer.

- a. From the top menu bar select **Setup**.
- b. Click **Insurer Fee Schedules**.



- c. From the **Insurer** box select **ASP+6.5%** from the drop down list.



d. Click **Modify**.

Insurer's reimbursement rate for medications not listed above will be 100% of Medicare Allowable. [Modify](#)

e. Change the percentage of Medicare Allowable from **100** to **100.5**.

f. Click the **Save** button.

Insurer's reimbursement rate for medications not listed above will be 100.5 % of Medicare Allowable [Save](#) [Cancel](#)

You've successfully created the fictional ASP+4.1% Insurer that will be used on Analysis screens and reports to show ASP+4.1% reimbursement amounts.

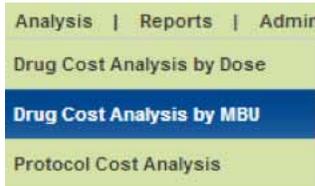
This procedure can be used to create additional fictional insurers for other possible ASP % reimbursement changes. When creating other fictional insurers use the ASP %

Medicare Allowable number from the ASP % Reimbursement to ASP % Medicare Allowable table in **step E** above.

3. Create an excel spreadsheet with all relevant J-codes with ASP+6.5%.

a. From the top menu bar select **Analysis**.

b. Click **Drug Cost Analysis by MBU**.

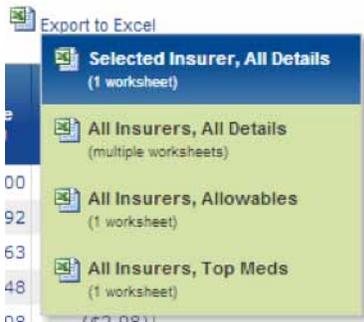


c. From the **Insurer** box select **ASP+6.5%** from the drop down list.

Insurer: ASP+6.5% (1543.3) ?

d. Select **Export to Excel**.

e. Click **Selected Insurer, All Details (1 worksheet)** from drop down list.



f. Save the Excel Spreadsheet as **ASP+6.5%** to your computer.

Note: When saving the file, select Excel workbook (.xlsx) from the Save as type drop down list.*

File name: ASP+6.5%
Save as type: Excel Workbook (*.xlsx)

g. Compare columns **G** and **H** against **K** and **L**

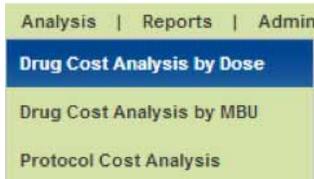
A	B	C	D	E	F	G	H	I	J	K	L
J-Code	Product Name	NDC	MBU	AWP per MBU	Cost per MBU	Medicare Allowable per MBU	+/- on Medicare Allowable per MBU	Medicare Pays per MBU	+/- on Medicare Pays per MBU	Insurer Allowable per MBU	+/- on Insurer Allowable per MBU
J0129	Abatacept inj / Orencia	00003-2187-10	10 mg	\$29.45	\$21.57	\$22.40	\$0.83	\$17.92	(\$3.65)	\$22.51	\$0.94
J0178	Aflibercept inj / Eylea		0	\$0.00	\$0.00	\$980.50	\$980.50	\$784.40	\$784.40	\$985.40	\$985.40

h. Fields labeled **Medicare** represent **ASP+6%** values and fields labeled **Insurer** represent **ASP+6.5%** values.

4. Analyze drug cost by dose using ASP+6.5% with side by side comparison of ASP+6%.

a. From the top menu bar select **Analysis**.

b. Click **Drug Cost Analysis by Dose**.



c. Search for the drug by **name** or **jcode**.

d. From the **Insurer** box select **ASP+6.5%** from the drop down list.

e. From the **Enter Dose** box, enter the dose for the selected drug.

f. Click the **Calculate** button.

g. The drug cost per dose reimbursement information will be displayed.

Enter Dose: mg

Total Qty: 250 mg

*Total Cost: \$539.14

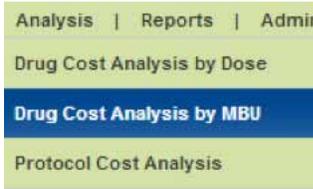
Insurer:

	\$ +/-	% +/-
Medicare Allowable:	\$559.95	\$20.81 3.86 %
Medicare Pays:	\$447.96	(\$91.18) -16.91 %
Insurer Allowed:	\$562.75	\$23.61 4.38 %

h. Fields labeled **Medicare** represent **ASP+6%** values and fields labeled **Insurer** represent **ASP+6.5%** values.

5. Analyze drug cost by MBU using ASP+6.5% with side by side comparison of ASP+6%.

- a. From the top menu bar select **Analysis**.
- b. Click **Drug Cost Analysis by MBU**.



- c. From the **Insurer** box select **ASP+6.5%** from the drop down list.

Insurer: ?

- d. Search for the drug by **name** or **jcode**.

- e. The drug cost per MBU reimbursement information will be displayed.

J-Code	Product Name	MBU	AWP per MBU	Cost per MBU	Medicare Allowable per MBU	+/- on Medicare Allowable per MBU	Medicare Pays per MBU	+/- on Medicare Pays per MBU	Insurer Allowable per MBU	+/- on Insurer Allowable per MBU
J2505	Pegfilgrastim inj / Neulasta	6 mg	\$4,687.680	\$2,796.1799	\$2,921.116	\$124.936	\$2,336.893	(\$459.287)	\$2,935.72	\$139.54

- f. Fields labeled **Medicare** represent **ASP+6%** values and fields labeled **Insurer** represent **ASP+6.5%** values.

6. Analyze by protocol using ASP+6.5% with side by side comparison of ASP+6%.

- a. From the top menu bar select **Analysis**.
- b. Click **Protocol Cost Analysis**.



- c. From the **Insurer** box select **ASP+6.5%** from the drop down list.

Insurer: ?

- d. The drug cost by protocol reimbursement information will be displayed.

- e. Fields labeled **Medicare** represent **ASP+6%** values and fields labeled **Insurer** represent **ASP+6.5%** values.

Compare	Diagnosis	Protocol	Each Unit (weekly)	Each Unit Therapy	Total Cost	Medicare Allowable	+/- on Medicare Allowable	Medicare Pays	+/- on Medicare Pays	Insurer Allowable	+/- on Insurer Allowable	Medicare Economics
<input type="checkbox"/>	Details ALL - Acute Lymphoid Leukemia	Eliper Tasparagrase [H] Induction 4wks ALL- R2A, CP, D1	4	1	\$838.92	\$1,219.49	\$386.57	\$973.59	\$136.67	\$782.16	(\$76.76)	■
<input type="checkbox"/>	Details ALL - Acute Lymphoid Leukemia	Eliper Tasparagrase [H] Intensification 8wks ALL- R2A, CP, D1	8	1	\$559.28	\$813.60	\$253.72	\$559.40	\$91.12	\$508.11	(\$51.18)	■
<input type="checkbox"/>	Details ALL - Acute Lymphoid Leukemia	Oncocept [H q14d x2 D1	4	1	\$23,624.08	\$23,626.18	(\$7.89)	\$18,900.85	(\$4,733.13)	\$23,677.78	\$43.70	■

ASP % Reimbursement to ASP % Medicare Allowable

ASP % Reimbursement	ASP % Medicare Allowable
4.1	98.207
4.2	98.301
4.3	98.396
4.4	98.490
4.5	98.584
4.6	98.679
4.7	98.773
4.8	98.867
4.9	98.962
5.0	99.056
5.1	99.150
5.2	99.245
5.3	99.339
5.4	99.434
5.5	99.528
5.6	99.622
5.7	99.717
5.8	99.811
5.9	99.905

DISCLAIMER:

Reimbursement figures used in this instruction sheet are for example purposes only. Any figure can be entered into Protocol Analyzer. The above chart illustrates corresponding figures for ASP reimbursement and Medicare allowable.